



WE'RE LOOKING FOR A CONTROLLER PRICING AND COSTING POSITION LOCATION: FORT ERIE, ON

The Controller Costing and Pricing is responsible for the pricing rules, pricing all products and services, provided by Airbus Helicopters Canada Limited ("AHCA") and monitoring of the departmental gross margins achieved in accordance with Airbus Helicopters ("AH") rules and AHCA business plans. Month end responsibilities include calculate hourly rates, cost base, and various other reports necessities.

MAIN RESPONSIBILITIES

Monitoring Costs and Pricing in the Manufacturing Department

- Develop standard practises used for pricing of intercompany manufacturing parts.
- Participate in the calculation of current year's costing rates, departmental gross margin targets, burden rates, internal factors to monitor costs.
- Organize meetings with Finance, Programs and Customer Support to determine current years selling rates to update rules for current year.
- Prepare monthly variance reports to monitor manufacturing costs and rates.

Pricing of all AHCA Options and Spares

- Receive file from AH of current year's spare pricing file and convert for internal use (currency conversion required).
- Compile an upload file to have current years' pricing updated in ERP for sales
- Working daily with Global Supply Chain and Customer Service Representatives to provide selling prices for new intercompany spares
- Prepare costing and pricing for AHCA research and development options, review and approve with Program and Finance departments
- Monitor competitiveness of pricing with competitors' products and services

Preparation of the Cost vs. Sale Analysis (CSA) and Quote for New Helicopter Sales

- Receive quote requests from the Contract Administrators
- Participate in contract review meetings, receive estimates from planning and engineering
- Build the CSA to the requested configurations, review with appropriate departments for approvals
- Build Customer options sheet and release to Contract Administration with copy of the CSA



Pricing of Standard New Helicopters

- Organize review of AHCA option hours meeting with Program, and Planning Departments and update the CSA accordingly
- Completed at the beginning of each year with updated costing and burden rates from Finance, updated baseline cost and prices from AH
- Organize review meetings of proposed selling prices for AHCA standard aircraft
- Obtain approvals and distribute new selling prices to Contract Administration
- Participate in review meetings for post-delivery margin reviews

Pricing of Repair & Overhaul, Blade Repairs and After Sales Maintenance of AHCA Services

- Update each blade operation with the current year's costing rates and gross margin targets
- Organize review with Finance, Program and Customer Support to determine current year's selling price
- Update the systematic parts list with the current year's spares pricing along with the hours at the approved selling rates
- Update the AHCA Repair and Overhaul Guidelines and distribute to the Commercial Office
- Blade and Repair and Overhaul quotes are processed through the RNO database and reviewed by pricing before sending to the Commercial Office

Participating with Month End Closing and Variance Analysis

- Provide monthly variance reports to the company and to budget holders, working closely with them to enable them to make accurate decisions
- Perform various analytical functions, including margin analysis, analyzing proposed introduction of new programs, fixed assets acquisition, business cases, etc.

EDUCATION & JOB REQUIREMENTS

- University Degree or College Diploma Finance or Accounting
- CPA/CMA preferred
- 2 years' experience determining quotes and prices
- 4 years' experience in a manufacturing environment is an asset



EDUCATION & JOB REQUIREMENTS Cont'd

- Able to communicate effectively both written and verbal
- Ability to analyze financial data and prepare financial reports, statements and projections.
- Working knowledge of short and long term budgeting and forecasting, rolling budgets, and product-line profitability analysis
- Ability to work with teams to produce quality materials within tight time frames and simultaneously manage several problems
- Participate and facilitate group meetings
- Strong leadership skills
- Able to take initiative
- Excellent organizational skills; able to prioritize work and meet deadlines
- Knowledge of spreadsheets
- Attention to detail

**To apply for this position, please send an up-to-date resume and cover letter to
AHCA-HR@Airbus.com**

We would like to thank all applicants, however, only those selected for an interview will be contacted.